

**WARREN AND COMPANY**  
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WASHINGTON, D. C. 20006  
(202) 466-3916

BETSY R. WARREN

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JUL 23, 1991  
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P3:19

Dear Herb:

Following up on our conversation, I am writing to set forth the understanding upon which **Warren and Company** will represent the Government of the Republic of Greece on behalf of *The Schmertz Company, Inc.*, as a consultant in federal government affairs.

**Warren and Company** will concentrate on issues of interest to Greek-U.S. relations with the objective of achieving a better understanding in the United States of the nature and importance of these issues. Specifically, **Warren and Company's** activities will focus on the Congress and Executive Branch and will address the following issues:

1. Foreign Aid to Greece - H.R. 2621.
2. Resolution of the situation in Cyprus.
3. A better understanding of the objectives and achievements of the current Government of Greece.

**Warren and Company** will represent the Government of the Republic of Greece on behalf of *The Schmertz Company, Inc.*, on a monthly basis beginning July 23, 1991 for a fee of \$6,000 per month. This agreement is expected to conclude December 31 of this year unless additional arrangements are made. **Warren and Company** will bear responsibility for all normal expenses incurred in its representation and will not incur any extraordinary and reimbursable expenses without prior authorization.

Since it is clear that my efforts will be in furtherance of the interest of a foreign principal, I will be registering under the Foreign Agents Registration Act of 1938 as amended. In addition, since my efforts will extend to influencing legislation within the meaning of the Federal Regulation of Lobbying Act (60 Stat. 839), I will be registering with and reporting to the Congress under the provisions of that Act or of any successor legislation.

Mr. Herb Schmertz  
The Schmertz Company, Inc.  
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If this understanding is in keeping with our conversation and otherwise meets with your approval, please sign and return the original copy of this letter to me.

Sincerely,

*Betsy Warren*

Betsy R. Warren

Mr. Herb Schmertz  
The Schmertz Company, Inc.  
230 Park Avenue  
Suite 805  
New York, NY 10169

Accepted by: \_\_\_\_\_

*Herb Schmertz*

Date: \_\_\_\_\_

*July 24, 1991*